

Message Text

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ACTION EB-06

INFO OCT-01 NEA-10 ISO-00 RSC-01 DRC-01 XMB-04 /023 W
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TO SECSTATE WASHDC 3085

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AMEMBASSY RABAT

UNCLAS CASABLANCA 0894

E.O. 11652: N/A

TAGS: BEXP, MO

SUBJ: MAJOR PROJECT: GOM REFINERY EXPNASION

REF: (A) STATE 200913 (B) CASABLANCA 771

1. ABDERRAFIH MENJOUR, DIRECTOR GENERAL OF SAMIR, INFORMED COMMATT IN MEETING OF OCTOBER 11 THAT A TOTAL OF 40 INTERNATIONAL FIRMS, OF WHICH FIVE WERE U.S.- BASED, SUBMITTED PRE-SELECTION INFORMATION TO QUALIFY FOR FORTHCOMING TENDER RELATED TO SAMIR'S EXPANSION PROJECT. IN ADDITION TO U.S. RESPONDENTS, REMAINING COMPANIES SEEKING QUALIFICATION ARE DOMICILED IN HOLLAND ROMANIA, ITALY, FRANCE, WEST GERMANY, AND U.K.

2. PLEASE INFORM FLUOR CORP., STONE AND WEBSTER ENGINEERING CORP., BROWN AND ROOT, WILLIAM BROTHERS AND OCEANIC PROCESS THAT SAMIR OFFICIALS WILL BEGIN REVIEWING PRE-SELECTION INFORMATION FROM ALL FIRMS OCTOBER 14, AND A DECISION WILL BE MADE BY OCTOBER 22 OR 23 AS TO THOSE FIRMS WHICH WILL BE ASKED TO SUBMIT BIDS. FYI WE ANTICIPATE THAT LIST OF 40 FIRMS WILL BE PARED DOWN TO ABOUT 15, BUT WE ARE PERSONALLY CONFIDENT THAT AT LEAST THREE U.S. FIRMS WILL SURVIVE PRE-SELECTION PROCESS. END FYI.

3. MENJOUR REITERATED DURING CONVERSATION THAT AN IMPORTANT FACTOR IN FELECTING THE SUCCESSFUL
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BIDDER WILL BE THE CONTRACTOR'S ABILITY TO ARRANGE

IN HAVING SAMIR RECEIVE LOAN / CREDIT FACILITIES
TO PARTIALLY FINANCE US \$70 MILLION EXPANSION
PROJECT. WE RECOMMEND THAT ABOVEMENTIONED FIRMS
BE ADVISED OF THIS CONDITION SO THEY CAN NOW MAKE
INFORMAL INQUIRIES TO FINANCIAL INSTITUTIONS (EX-IM BANK, ETC.)
AS TO AVAILABILITY OF LOANS. BRUBECK

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